

In the past few years, Spain has been recognized as having one of the fastest-growing art markets in the world. Spain is one of the few European countries that increased its market share -- experiencing average annual 12.5% growth -- between 1998 and 2001. Although the art market in Spain is relatively young, developing mainly after the country's transition to democracy in 1975, Spain has an extensive network of art dealers and galleries, through which most art sales occur. In recent years, a younger generation of art buyers in Spain has expanded its interest to include artwork from outside of Spain. A recent increase in corporate collections and the opening of new contemporary art museums in Spain has also had a positive effect on market growth.

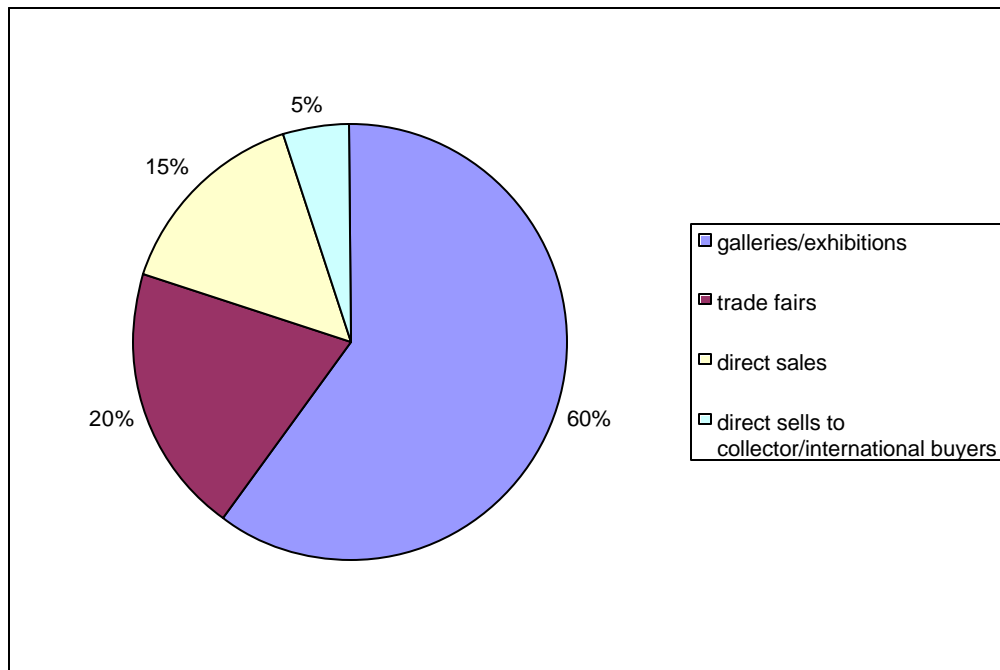
## MARKET OVERVIEW

Annual average sales prices for artworks in Spain rose by almost 9%, giving Spain 0.6% of total world sales. Spain's market share may actually be higher, since these figures are based solely on information from auction houses, and Spanish collectors generally make their purchases through galleries.

In Spain it is possible to make an investment in art for less than 1000 Euros (as of January, 2005, approx. 1300 USD) and gain 16.5% per year in value over a period of 7 years. Prices for art in Spain are generally considered to be a bargain compared to neighboring countries.

Between 1985 and 1990, the promotion of the Spanish art market experienced an increase with the development of new galleries and auction houses. From 1991 to 1998, there was a recession in the economy causing the market to level off, but in 1998, the sector grew 27%. It was then that new collections appeared, due to the appearance of new factors such as institutional investors, private banks and EU funds. The art market in Spain was estimated at 721 Million € - sales volume -- in 2001, 60% greater than in 1990.

Although the number and quality of art auctions is gaining ground in Spain, it is the galleries that still hold the power in the Spanish market.



Artwork selling channels

## **U.S. Art Exports to Spain (Millions of Dollars)**

Source: U.S. Department of Commerce

(<http://www.ita.doc.gov/td/industry/otea/usfth/top80cty/spain.html>)

<b>Commodity</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>
Works Of Art, Collectors' Pieces And Antiques	61	77	85	35	111

For the period 2001 - 2005, the sector has been showing further positive growth, partly through the expansion of the market's business structure at the national and international level, and through growth and diversification of the sales network, including fairs, expositions, book editions, patronage, and exports.

### **Galleries & Dealers**

Spain currently has around 850 active art galleries, about half concentrated around Madrid and Barcelona. Most Spanish collectors prefer to make their purchases through galleries or directly from the artist, making the gallery the central player in the art market. Most galleries specialize in a specific type or types of art (e.g. contemporary, eclectic). Spain's contemporary art scene is thriving, thanks to a spike in gallery sales of lower-priced pieces. There are more than 5,000 exhibitions a year throughout Spain's commercial art circuit.

There are also several online galleries based in Spain that have been very successful and sell art on an international level.

Major galleries include (please see appendix for contact information):

Marc Sabata, Madrid  
Galeria D'Art 4, Castellón  
Galeries Bennassar, Palma de Mallorca  
Galeria Kreisler, Madrid  
Galeria Leandro Navarro, Madrid  
Galerie Max Estrella, Madrid  
Galeria Marlborough, S.A., Madrid

### **Art Fairs**

ARCO, the International Contemporary Art Fair, was launched in 1982 by Feria de Madrid (IFEMA), Spain's leading trade fair organizer. ARCO is now Spain's most popular international contemporary art trade show. The 24<sup>th</sup> annual ARCO trade fair will be held February 10-14, 2005 in Madrid.

FERIARTE - the International Art and Antiques Fair, is sponsored by the Madrid Antique Dealers Association and organized by IFEMA. Feriarte is entering its 28<sup>th</sup> year, and is considered to be one of the most important international art trade fairs in the world. During its 2003 exhibition, exhibitors sold a total of 6,317 pieces and welcomed some 37,147 visitors. Two hundred of the most prestigious antique dealers and gallery owners from Spain, France, Germany, the Netherlands, Argentina, and Switzerland participated in the fair. Feriarte was held on December 11-19, 2004. The next Feriarte will take place on November 19-27, 2005.

DEARTE – focuses specifically on Spanish contemporary art. It is held in January 20-24, 2005 in Madrid. During its 2004 exhibition, more that 600 pieces were sold and it had more than 25,000 visitors. DeArte it was held on January 20-24, 2005. Next year will be held on January 2006.

ESTAMPA – International print and contemporary art editions fair. 2004 fair took place on November 25-29, 2004 at Palacio de Cristal, Recinto Ferial Casa de Campo in Madrid.  
[www.estampa.org](http://www.estampa.org)

ANTIQUARIS BARCELONA - The antiques and modern art exhibition, is organized every year by Fira de Barcelona. Exhibits and markets works of art –previously reviewed by a committee of experts to verify their authenticity --, of all disciplines, periods, artistic currents and origin. This year edition held its 29th show on February 5-13, 2005 in Montjuïc exhibition center (Barcelona).  
[www.salonantiquarios.com](http://www.salonantiquarios.com)

### **Auction Houses**

Although the popularity of auction houses is growing, an extensive art auction system does not exist in Spain. Sotheby's has regional offices in Madrid and Barcelona, but does not hold auctions in Spain. Christie's also has representative offices in Barcelona and Madrid.

There are also a number of local auction houses that have opened in recent years (see contact information at end of report).

Fernando Durán, Madrid  
Consejo de Arte, Barcelona  
Subastas Fortuny, Madrid

### **Major Individual Collectors**

Spain's most prominent collectors, including Rafael Tous, Ordóñez Falcón, Pedro Masaveu, and Juan Abelló, typically buy only Spanish art. However, there exists a newer generation of young collectors who have expressed greater interest in international pieces.

### **Museums**

Madrid boasts three of the premier art museums in the world—the Museo del Prado, which houses large collections of paintings by Goya and Velazquez; the Centro Nacional de Arte Reina Sofia, which contains famous works by Dalí, Miró and Picasso, and the Thyssen-Bornemisza Museum.

Spain's contemporary art museums are making the greatest strides in stimulating market growth.

CAC, Malaga  
Artium, Vitoria  
Valladolid's Patio Herreriano, Valladolid  
MARCO, Vigo  
Museo del Grabado Español Contemporáneo, Malaga  
CAAM, Las Palmas de Gran Canaria  
Centro Galego de Arte Contemporánea, Santiago de Compostela

### **Corporate Collections**

The growth of major corporate collectors is also influencing the positive trend of Spain's art market. Many Spanish companies see buying art not just as an investment, but a way to help new artists and promote emerging contemporary art.

Tax benefits are also promoting art acquisitions by corporations. Spain's Internal Revenue Service (Ministerio de Hacienda) accepts art donations for payment of current and back taxes.

Spain's new Patronage Law aims to encourage corporations to reinvest savings from tax breaks into art purchases and donations.

### **Taxes when buying, taxes while in possession of art, and taxes when selling.**

With purchase, a value added tax payment of 7% is due under the law governing exchanges of special used goods, artworks and antiques. These items, while they remain in the estate of the buyer, are subject to Estate taxes. Paintings less than 100 years old and valued at under Euros 100,000 are tax exempt. Capital gains for artworks sold after being held at least a year is 15%. If the piece of art depreciates, it is declared a loss. In general, the Internal Revenue Service has difficulty overseeing trade in artwork.

In 2002, state museums received 53 paintings in lieu of taxes. The estimated value of these works, which included noteworthy pieces by Miró, Turner, Goya, and Rubens, was 30.4 million euros (approx. \$40,000,000 as of January 2005)

## **B. MARKET ACCESS**

### **Customs and Value Added Tax**

Once all formalities in the export country are completed, the goods have to be declared to the Spanish authorities. The declaration is available from Spanish customs offices. The import can either be indefinite or temporary. The supplied information must include an article description (author, type of work, title, year, technique), HS code, weight, size and value in euros. An invoice, receipt copy or a purchase contract must also be presented.

Payment of the VAT (Value Added Tax, IVA in Spanish) at 7% on the value of the works will be required.

Further information can be obtained from:

Spanish Customs  
Dirección General de Aduanas  
Avda. Llano Castellano, 17 – Edif. A-B  
28034 Madrid  
Tel: (34) 917-289-450  
Fax: (34) 917-292-065  
[www.aeat.es](http://www.aeat.es)

## **C. KEY CONTACTS**

### **Associations**

UAGAE - Union of Art Gallery Associations in Spain  
Claudio Coello, 50 – 2, 1zq.  
28001 Madrid  
Tel: (34) 915-768-823  
Fax: (34) 91-577-5618  
[galerias@teleline.es](mailto:galerias@teleline.es)

ACEA - International Association of Plastic artists  
Calle Vic, 8 bajos  
08006 Barcelona  
Tel: (34) 932-374-861

Fax: (34) 932-184-601  
E-mail: [jpalmarola@teleline.es](mailto:jpalmarola@teleline.es)

### **Galleries**

Marc Sabata  
Republica Argentina, 70  
08023 Barcelona  
Tel: (34) 932-003-509  
Fax: (34) 932-001-895  
E-mail: [plecsdart@infomail.lacaixa.es](mailto:plecsdart@infomail.lacaixa.es)  
Director: Mr. Marc Sabata

Galeria deArte Kreisler  
Hermosilla, 8  
28001 Madrid  
Tel: (34) 915-761-662  
Fax: (34) 915-778-788  
E-Mail: [kreisler@galeriaskreisler.com](mailto:kreisler@galeriaskreisler.com)  
Web: [www.galeriakreisler.com](http://www.galeriakreisler.com)

Galleries Bennassar  
Plaza Major, 6  
07460 Pollensa (Mallorca)  
Tel: (34) 971-533-514  
Fax: (34) 971-531-335  
E-mail: [gal.bennassar@terra.es](mailto:gal.bennassar@terra.es)  
Web: [www.galleriesbennassar.com](http://www.galleriesbennassar.com)  
Director: Mr. Antonio Benassar

Galeria Leandro Navarro- Modern and Contemporary Art  
Amor de Dios, 1  
28014 Madrid  
Tel: (34) 914-298-955  
Fax: (34) 914-299-155  
E-mail: [galerai@leandor-navarro.com](mailto:galerai@leandor-navarro.com)  
Web: [www.leanddro-navarro.com](http://www.leanddro-navarro.com)

Galerie Max Estrella  
Santo Tome, 6  
2004 Madrid  
Tel: (34) 913-195-517

Galeria Marlborough, S.A.  
Orfila, 5  
28010 Madrid  
Tel: (34) 913-131-414  
Fax: (34) 913-084-345  
Email: [info@galeriamarlborough.com](mailto:info@galeriamarlborough.com)  
Website: [www.galeriamarlborough.com](http://www.galeriamarlborough.com)

### **Auction Houses**

Fernando Durán  
C/ Velázquez, 4

28006 Madrid, Spain  
Tel. (34) 915-753-911

Consejo de Arte – Barcelona  
Consejo de Ciento, 323  
08007 Barcelona  
Tel: (34) 934-880-200  
Fax: (34) 934-878-832  
Email: cda@consejodearte.com  
Website: www.consejodearte.com

Subastas Fortuny  
Valores, 1  
28007 Madrid, Spain  
Tel: (34) 915-745-534

Alcala Subastas  
Velázquez Nº2  
28001 Madrid, Spain  
Tel: (34) 915-778-797  
Fax: (34) 914-324-755  
Email: miriampaz@teletel.es  
Website: www.articuarius.com/subastas

CASTELLANA 150  
Paseo de la Castellana, 150  
28046 Madrid, Spain  
Tel: (34) 914-585-230  
Fax: (34) 914-573-070  
Email: ventas@subastascastellana.com  
Website: www.castellanasubastas.com

## **Museums**

CAC- Malaga – Contemporary art  
Alemania, s/n  
29001 Malaga  
Tel: 34-952-120-055  
Fax: 34-952-210-177  
Email: cacmalaga@cacmalaga.org  
Website: www.cacmalaga.org

Artium of Alava Foundation  
Francia, 24  
01002 Vitoria-Gasteiz  
Tel: 34-945-209-000  
Fax: 34-945-209-049  
Email: museo@artium.org  
Website: www.artium.org

Valladolid's Patio Herreriano – Contemporary Spanish Art Museum  
Jorge Guillen, 6  
47003 Valladolid  
Tel: 34-983-362-771  
Fax: 34-983-375-295

Email: [patioherriano@musoph.org](mailto:patioherriano@musoph.org)  
Website: [www.museopatioherreriano.org](http://www.museopatioherreriano.org)

MARCO – Contemporary Art Museum of Vigo  
Rue Principe, 54  
36202 Vigo, Spain  
Tel: 34-986-113-900  
Fax: 34-986-113-901  
Website: [www.marcovigo.com](http://www.marcovigo.com)

Contemporary Spanish Engraving Museum- Malaga  
Hospital azan, s/n  
29600 Marbella (Malaga), Spain  
Tel: 34-952-765-741  
Fax: 34-952-764-591

CAAM – Atlantic Center of Modern Art  
Bravo Murillo, 21  
35002 Las Palmas de Gran Canaria  
Tel: 34-928-219-229  
Email: [atlantica@caam.net](mailto:atlantica@caam.net)  
Website: [www.caam.net](http://www.caam.net)

Contemporary Art Center of Galicia  
Valle Inclan, s/n  
15704 Santiago de Compostela (A Coruña)  
Email: [cgac@xunta.es](mailto:cgac@xunta.es)  
Website: [www.cgac.org](http://www.cgac.org)

### **Trade publications**

ARTE Y PARTE  
Tres de noviembre, 131-15  
39010 Santander  
Tel: 34-942-373131  
Fax: 34-942-373130  
Email: [revista@arteyparte.com](mailto:revista@arteyparte.com)  
Website: [www.arteyparte.com](http://www.arteyparte.com)  
Bimonthly magazine including articles of artistic and plastic arts, interviews with artists and art sector professionals, reviews, historical accounts, gallery exhibitions and art centers and art publications.

EI PERIODICO DEL ARTE  
Zurbano, 15 – 1  
28010 Madrid  
Tel: 34-917-004-942  
Fax: 34-913-100-844  
Email: [periodicoarte@mad.servicom.es](mailto:periodicoarte@mad.servicom.es)  
Website: [w3art.es](http://w3art.es)  
Monthly newspaper. Art information and debate.

ARTYCO  
Domitalleria, 4-6 bajo  
31006 Pamplona

Tel: 34-948-220-632  
Fax: 34-948-229-619  
Email: artyco@mx2.redestb.es  
Plastic and visual arts magazine.

#### EL PUNTO DE LAS ARTES

Serrano, 7 – 3  
28001 Madrid  
Tel: 34-914-318-609  
Fax: 34-914-313-878  
Email: elpunto@mx3.redestb.es  
Website: www.el-punto.com  
Culture weekly newspaper. Plastic arts, national heritage, art market, painting, restoration, archaeology, sculpture and architecture.

#### LAPIZ

Gravina, 10  
28004 Madrid  
Tel: 34-915-222-972  
Fax: 34-915-224-707  
International art magazine.

#### EXIT, IMAGEN & CULTURA

San Marcelo 30  
28017 Madrid  
Tel: 34-914-049-740  
Fax: 34-913-260-012  
Email: circulacion@exitmedia.net  
Website: www.exitmedia.net  
Quarterly, thematic and bilingual (Spanish /English) magazine. It is devoted to photography, video and film.

### **D. UPCOMING TRADE SHOWS**

ARCO 2005 - February 12-16, 2005. For more information about ARCO, Spain's leading International Art Exhibition, please contact:

Show Director: Rosina Gómez-Baeza  
IFEMA – Feria de Madrid  
Parque Ferial Juan Carlos I  
28042 Madrid – Spain  
Tel: (34) 91 722 50 11  
Fax: (34) 91  
Email: rosina@ifema.es  
Website: www.arco.ifema.es

Feriarte - November 19-27, 2005 at the Juan Carlos I Exhibition Center. For more information, please contact:

Show Director: Ana Larrañaga  
FERIARTE – Feria de Madrid  
Parque Ferial Juan Carlos I  
28042 Madrid  
Tel: 34-902-22-15-15  
Fax: 34-917-225-787  
Email: feriarTE@ifema.es  
Website: www.feriarTE.ifema.es



DeArte – January 20-24, 2005 at Palacio de Congresos in Madrid. For more information about the show, please contact:

Show Director: Miguel Tugores  
DeArte – Palacio de Congresos  
San Lorenzo, 15 bajo  
28004 Madrid  
Tel: 34-913-196-972  
Fax: 34-913-084-635  
Email: [dearte@dearte.info](mailto:dearte@dearte.info)  
Website: [www.dearte.info](http://www.dearte.info)

U.S. companies attending and participating in ARCO, FERIAARTE and any other trade show organized by IFEMA, will have the unique support of the U.S. Commercial Service in Spain, a U.S. Government Agency dedicated to helping U.S. companies realize their full business potential in the lucrative Spanish market. CS Spain provides U.S. companies with advance information about upcoming trade events and offers a wide array of business services to assist U.S. companies interested in entering the Spanish market. CS Spain has an office at the IFEMA exhibition center, which participating U.S. companies may use to meet with potential business partners and organize small receptions, seminars, etc.

IFEMA, the Institucion Ferial de Madrid, is Spain's largest trade show organizer, and has an exhibition center measuring more than 5 million square feet. IFEMA organizes more than 70 trade shows, which are attended by 4 million visitors and 30,000 exhibitors annually. The venue is located just minutes away from Madrid's Barajas Airport, and is linked directly to Madrid's city center via subway.

## **US COMMERCIAL SERVICE IN SPAIN**

The U.S. Commercial Service in Spain is a U.S. Government Agency dedicated to assisting U.S. companies in realizing their full business potential in the lucrative Spanish market. USCS/Spain has offices in Barcelona and Madrid and is prepared to provide U.S. companies with a wide variety of business services to facilitate their success in the Spanish market.

For more information, contact:

Carmen Ribera  
Commercial Assistant  
[carmen.ribera@mail.doc.gov](mailto:carmen.ribera@mail.doc.gov)  
and  
Carmen Adrada  
International Trade Specialist  
[carmen.adrada@mail.doc.gov](mailto:carmen.adrada@mail.doc.gov)

U.S. Commercial Service  
American Embassy  
Serrano, 75  
28006 Madrid- SPAIN  
Tel: (34) 91 564 89 76  
Fax: (34) 91 563 08 59  
Website: <http://www.buyusa.gov/spain>